

Dear HUBZone Business Partner:

On behalf of the Town of Leesburg, welcome to our business community and thank you for your investment! This year, Money Magazine ranked Leesburg as one of the best small towns to live. Along with that accolade, we are committed to helping your business succeed, and have a variety of resources to assist you.

Leesburg was granted HUBZone status on January 1, 2013 for U.S. census tract 6105.05 in the historic downtown area. Since then, many new companies have joined our business community and earned their HUBZone certification.

The Town of Leesburg's economic development department is committed to bringing you all the resources you'll need to succeed. Whether it's help with finding available office space in Leesburg's HUBZone, assistance with the certification process, or networking with other HUBZone companies and federal contractors, the Town of Leesburg is ready to help!

Leesburg offers one of the most vibrant and fastest growing business communities in the United States. With our average household income of \$114,349, your business is positioned to take advantage of a thriving retail and service economy. Add to that the hundreds of millions of tourist dollars Leesburg attracts each year, and the potential is limitless!

Nearly 50% of our 46,000 residents have a Bachelor's Degree or higher, so you will find our workforce has the skills your business needs. We are also young! 73% of our population is under 44 years of age.

The Town of Leesburg's Economic Development stands ready to help your business grow. Each year, the Town offers several events, resources and marketing data that will help your business prosper and provide an opportunity. Among these are:

- Leesburg HUBZone Map
- Leesburg Office Vacancy List (Available by request)
- HUBZone Business Partners Meetings
- Leesburg HUBZone LinkedIn Group
- Commercial Brokers List
- Retail Market Analysis Report
- Business Awards Event
- Youth Career Expo
- Specific Industry Forums
- Leesburg Virtual Reality Tour
- Networking Events

Your Economic Development Team is the “start here” for business in Leesburg. If you have questions regarding Zoning, Marketing, Office or Retail Space or any other business issues, we are here to help!

Our Business Development Package provides you with the Demographic and Marketing Data needed to fine tune your business strategy, along with a list of resources to help you find the expertise you need in all areas of business.

Please contact us with any questions or issues you may have. We are always ready to help you and welcome your call or email.

Thank you again for your investment in the Town of Leesburg!

Sincerely,

Marantha D Edwards, CMSM
Director, Economic Development
Town of Leesburg
202 Church St., S.E .
Leesburg VA 20175
Office: 703-737-7019
Mobile: 571-233-7061
Fax: 703-771-2727

medwards@leesburgva.gov



www.leesburgva.gov/business

Demographic Snapshot

	Town of Leesburg	Loudoun County
Population & Households		
• Population (Jul 2013 Census Bureau Estimate)	47,673	349,679
• Population (Apr 2014 Loudoun County Estimate)	43,996	351,611
• Households (Apr 2014 Loudoun County Estimate)	14,894	117,117
• Average Household Size	3.08	3.08
Income		
• Average Household	\$118,218	\$149,631
• Median Household	\$104,203	\$131,775
• Per Capita	\$38,422	\$45,608
Racial & Ethnic Distribution		
• White, Not Hispanic	60.3%	60.5%
• Hispanic (Any Race)	20.6%	12.9%
• Black, Not Hispanic	7.8%	7.2%
• Asian	8.1%	15.6%
• Other, including Two or More Races	3.2%	3.8%
Foreign Born Population		
• Foreign Born	23.1%	22.8%
• Speak 2 or More Languages Proficiently	16.6%	19.6%
Age Distribution		
• 19 and under	30.2%	32.2%
• 20 - 44	37.3%	35.7%
• 45 - 64	26.1%	24.8%
• 65 and older	6.4%	7.3%
• Median Age	33.8	35.1
Educational Attainment (age 25 & over)		
• High School Graduate or higher	89.3%	93.7%
• Bachelor's Degree or higher	47.8%	56.6%
• Graduate or Professional Degree	17.4%	22.4%

Sources: Loudoun County Department of Planning & Zoning, U.S. Census Bureau (2011-2013 ACS)

Data may not sum to 100% due to rounding.

Updated: December 2014

Town of Leesburg Economic Development
202 Church Street SE • Leesburg VA 20175
(703) 737-7019 • www.leesburgva.com



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Labor Market Statistics

Labor Force & Unemployment

April 2014	Loudoun County	Annual Change	Northern Virginia*	Annual Change
Civilian Labor Force	196,788	+2.2%	1,578,823	+1.9%
Unemployment Rate	3.8%	0%	3.8%	0%

*Virginia portion of Washington DC MSA

Local At-Place Employment & Wages

4 th Quarter 2013	Loudoun County	Annual Change	Northern Virginia*	Annual Change
# of Employers	10,114	+0.5%	81,453	-0.5%
Local Employment	148,378	+3.0%	1,303,687	+0.4%
Average Weekly Wages	\$1,190	+1.6%	\$1,350	+8.5%

*Virginia portion of the Washington DC MSA

Educational Attainment (Age 25 & Older)**

	Town of Leesburg	Loudoun County	Washington DC MSA
High School Graduate or higher	87.0%	93.6%	90.0%
Bachelor's Degree or higher	47.6%	57.0%	47.6%
Graduate or Professional Degree	17.6%	22.9%	22.8%

**2010-2012 American Community Survey

Sources: U.S. Census Bureau; Virginia Employment Commission

Updated: July, 2014

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Household Statistics

	Town of Leesburg	Loudoun County
Population & Households		
• Population (2014 Estimate)	43,996	351,611
• Households (2014 Estimate)	14,894	117,117
Types of Households		
• Families	74.0%	77.5%
• Families With Children Under 18	43.6%	46.9%
• Single Person Households	18.2%	17.5%
• Other	7.8%	5.0%
• Average Household Size	3.08	3.08
• Average Family Size	3.55	3.49
Income		
• Median Household	\$104,203	\$131,775
• Median Family	\$118,218	\$149,631
• Per Capita	\$38,422	\$45,608
Housing Tenure		
• Owner-Occupied	66.2%	76.6%
• Renter-Occupied	33.8%	23.4%
Labor Force Participation (16 and older)		
• Total Population	77.2%	76.0%
• Men	85.9%	84.7%
• Women	68.6%	67.7%
• All Parents in Household		
• Families with Children Under 6	58.3%	62.0%
• Families with Children 6 to 17	71.7%	70.5%

Sources: Loudoun County Department of Planning & Zoning
U.S. Census Bureau, 2011-2013 American Community Survey

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Housing Market

Housing Units by Type

• Single Family Home	6,703
• Townhomes/Duplexes	4,184
• Multifamily	4,507

Total	15,394
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2013 Average Sales Price*

• Condo – New	(no sales)
• Condo – Resale	\$176,750
• Townhome – New	\$392,317
• Townhome – Resale	\$312,255
• Single Family Home – New	\$684,989
• Single Family Home – Resale	\$459,909

• Number of Units Sold:

• New	105
• Resale	838

Apartments*

• Number of Complexes	9
• Total Units	1,772
• Vacancy Rate (June 2013)	3.7%
• Average Starting Monthly Rental Rates:	
• 2 bed, 2 bath	\$1,488
• 1 bed, 1 bath	\$1,237

*Market rate only

Sources: Town of Leesburg Executive Department
Loudoun County Land Management Information System

Updated: July, 2014

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(703) 737-7019 • www.leesburgva.com

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Business, Professional & Occupational Licenses

Most businesses located in the Town of Leesburg are required to have a Town of Leesburg business, professional & occupational license (BPOL), including home-based businesses. To obtain your business license, visit the Town of Leesburg Finance Department on the first floor of Town Hall, located at 25 West Market Street. If you have any questions, please call the Finance Department at 703-771-2701.

The tax associated with this license is either a percentage of gross receipts or a flat rate. Businesses that are normally subject to the tax rate based on gross receipts, but have less than \$50,000 in gross receipts pay a minimum fee of \$20.00. When you first apply for your business license, you will pay estimated taxes based on the gross receipts that you expect to generate through the end of the calendar year.

2014 BPOL rates on gross receipts are:

Amusements	\$0.25 per \$100 of gross receipts
Building Contractors and Trades	\$0.10 per \$100 of gross receipts
Business Service Occupations	\$0.20 per \$100 of gross receipts
Hotel/Motel/B&B	\$0.23 per \$100 of gross receipts
Massage Therapy	\$0.20 per \$100 of gross receipts
Money Lenders	\$0.16 per \$100 of gross receipts
Personal Service Occupations	\$0.20 per \$100 of gross receipts
Professional, Specialized Businesses	\$0.20 per \$100 of gross receipts
Public Utilities	\$0.50 per \$100 of gross receipts
Repair Service Occupations	\$0.15 per \$100 of gross receipts
Retail Merchants	\$0.10 per \$100 of gross receipts
Vending Machine Merchants	\$0.10 per \$100 of gross receipts
Wholesale Merchants	\$0.075 per \$100 of gross purchases

2014 BPOL flat tax rates are:

Building/Savings & Loan Associations	\$50 annually
Cable Television Companies	\$25 annually
Fortune Tellers	\$500 annually
Peddlers & Itinerant Vendors	\$250 annually
Alcoholic Beverages (beer & wine) (based on type of license)	\$25-\$75 annually
Mixed Beverage Licenses (based on # of seats)	\$200-\$500 annually
Coin Operated Amusement Machines (based on # of machines)	\$100-\$200 annually

Renewals

In late March/early April each year, business license renewal forms are sent to all businesses. When submitting the renewal form, businesses state their gross receipts for the previous year and include the appropriate amount of tax due. Businesses renewing for the first time should contact the Finance Department to determine the additional amount due for the prior year, if any. Business license renewals are due by May 1st of each year.

Updated: July, 2014

Town of Leesburg Economic Development
202 Church Street SE • Leesburg, Virginia 20175
(703) 771-7019 • www.leesburgva.com


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2014 Business Taxes

The following is a summary of the taxes to which businesses located within the Town of Leesburg are subject.

♦ **State Income Tax**

Any corporation having income from Virginia sources is required to file and report that income annually. The income tax rate is 6% of computed Virginia taxable income.

♦ **Business, Professional & Occupational License Tax**

Most businesses, including home based businesses, are subject to a gross receipts tax. The tax rate depends upon the type of business, but ranges from 0.10% to 0.25%. A separate fact sheet provides more detailed information.

♦ **Real Property Tax**

Businesses located within the Town of Leesburg pay real property taxes to both Loudoun County and the town. Real property tax rates for 2014 are listed below. Rates are per \$100 of assessed fair market value.

Town of Leesburg	\$0.183
Loudoun County	\$1.155
Total	\$1.338

♦ **Tangible Personal Property Tax**

The tax on tangible personal property (manufacturing equipment and tools, office equipment, computers, etc.) is based on the original total capitalized cost and the age of the property. Property is taxed at 50% of cost the first year and is reduced 10% each year thereafter until a minimum of 10% is reached. 2014 tax rates (per \$100 of valuation) are listed below.

	Nominal Tax Rate
Town of Leesburg	\$1.00
Loudoun County	\$4.20
Total	\$5.20

♦ **Bank Franchise Tax**

Banks located within the Town pay a franchise tax of \$0.80 per \$100 of net capital.

♦ **Consumer Taxes**

Consumer taxes which business located in Leesburg may pay or collect include Sales & Use Tax (6% combined state & local rate), Meals Tax (3.5%), Hotel Tax (6%), Telecommunications Tax (16% on the first \$300 of monthly charges), and Utilities Tax (up to \$48 per month on electrical and natural gas service).

♦ **Inventory Tax**

Manufacturers' inventory is not subject to taxation in Virginia. Neither the Town of Leesburg nor Loudoun County imposes a capital tax on merchants.

Updated: July, 2014

Guidelines for Business Special Events

Business Assistance Provided:

♦ **Ribbon Cutting Ceremonies**

At your request, Economic Development staff will coordinate the attendance of Town officials, issue a media alert, post the event on the Town website, provide ribbon and ceremonial scissors, and take pictures for distribution to the media after the event.

♦ **Media & Promotional Assistance**

Today you have many more options to attract attention to your business than traditional signs and print ads. Let our Economic Development staff help you identify ways to reach your existing and potential customers with news of your special event.

Permit Requirements & Restrictions:

Business Special Events such as grand openings and special sales events related to a specific business that involve activities outside the typical boundaries (physical or functional) of the business require a zoning permit, along with a scaled site plan showing the activity area, temporary structures, displays and signs. A Business Special Event shall be permitted three (3) times per year for a three (3) day period per event. There is a \$50.00 fee. Typically, the permit can be issued at the time of application. The zoning permit for a Business Special Event will cover the following items, as applicable:

♦ **Temporary Signs**

Banners, up to 24 square feet in size, are allowed. Two real estate-style signs, subject to size restrictions, or A-frame signs no larger than 5 square feet each are permitted as well. A separate temporary sign permit is not required if the signs are included as part of the Business Special Event. Temporary signs shall be located on-site, and may not be placed in the public right-of-way or in locations that create sight distance hazards for motorists.

♦ **Tents & Moonbounces**

Tents, moon bounces and other similar inflated play structures are permitted only in association with a Business Special Event, regardless of size or how long the items will be installed. The application does require a site plan. Site plans for most commercial buildings in the Town are on file; typically we can make a copy of the site plan at the time of application, determine the item's proposed location, and issue the permit on the spot. In the event that the site plan is not on file, please submit your application at least 10 business days in advance in order to allow staff the time to review the application. Tents that are 400 sq ft and larger require approval of the Loudoun County Fire Marshall.

♦ **Flags, Pennants and Streamers**

These items are subject to the same regulations as signs, and must be located on-site and may not be placed in the public right-of-way or in locations that create sight distance hazards for motorists and only in association with a Business Special Event.

♦ **Additional Notes**

Events must be held between 8:00 a.m. and 10:00 p.m.. Additional use restrictions may apply or coordination with other Town Departments may be required. For more information or assistance, please contact either the Economic Development Office at (703) 737-7019 or the Planning & Zoning Department at (703) 771-2765.

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Town of Leesburg Economic Development
25 West Market Street • Leesburg, Virginia 20175
(703) 737-7019 • www.leesburgva.com







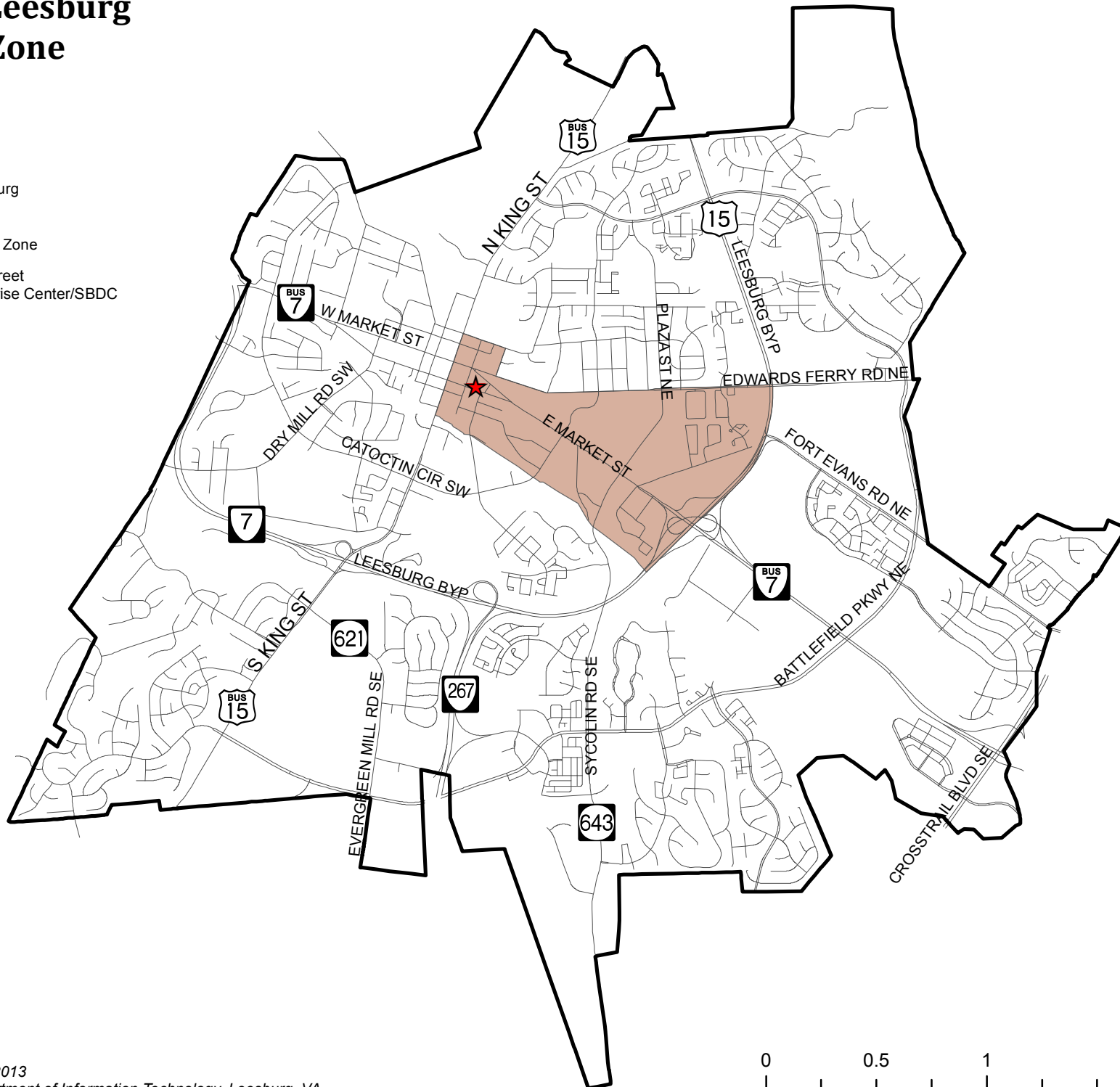
Town of Leesburg

HUBZone



Legend

-  Town of Leesburg
-  Roads
-  Leesburg HUB Zone
-  202 Church Street
Mason Enterprise Center/SBDC



Commercial Real Estate Brokers

Brown-Carrera Realty LLC

11 Loudoun Street SE, Leesburg VA 20175
703-777-0007 • www.browncarrera.com

- Sales & leasing
- Property management

Carter Braxton Preferred Properties

11 Loudoun Street SW, Leesburg VA 20175
703-777-7772 • www.carterbraxtonproperties.com

- Leasing
- Investment properties
- Commercial

Cassidy Turley

6903 Rockledge Drive, Suite 900, Bethesda, MD 20817
301-424-2100 www.cassidyturley.com

- Leasing
- Sales
- Tenant Representation
- Property Management

Clark Realty Capital, LLC

4401 Wilson Boulevard, Suite 600, Arlington, VA 22203
703-294-4540 • www.clarkrealty.com

- Sales & leasing
- Investor, landlord & tenant representation

Devine Commercial

1 Loudoun Street SW, Leesburg VA 20175
703-771-1918 • www.devinecommercial.com

- Sales & leasing
- Investor, landlord & tenant representation

Federal Realty

1626 E. Jefferson Street, Rockville, MD 20852
301-998-8100 • www.federalrealty.com

- Sales & leasing
- Investor, landlord & tenant representation

Landmark Commercial Real Estate

1856 Old Reston Avenue, Suite 301, Reston, VA 20190
703-437-1440 • www.landmarkcre.com

- Sales & leasing
- Investor, landlord & tenant representation
- Property management

Landmark Group Commercial

30 Catocin Circle, Suite F, Leesburg VA 20175
703-861-1451

- Sales & leasing
- Investor, landlord & tenant representation

Lansdowne Real Estate Company

19415 Deerfield Ave, Ste 301, Lansdowne VA 20176
703-858-9133 • www.lansdownerealestateco.com

- Sales & leasing
- Investor, landlord & tenant representation

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Town of Leesburg Economic Development
202 Church Street SE • Leesburg, Virginia 20175
(703) 737-7019 • www.leesburgva.com


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Morrissey Commercial

308 Gaines Ct SW, Leesburg VA 20175
703-431-1340 • www.morrisseycre.com

- Sales & leasing
- Investor, landlord & tenant representation

NAI/KLNB

8027 Leesburg Pike, Suite 300, Vienna, VA 22182
571-382-2061 • <http://naiklnb.com/broker/kevin-j-goeller/>

- Sales & leasing, Land development
- Investor, landlord & tenant representation

Next Realty

1750 Old Meadow Road, Suite 250, McLean, VA 22102
703-442-4500 • www.nextrealty.com

- Sales & leasing
- Investor, landlord & tenant representation

Paladin Real Estate

201F Royal Street SE, Leesburg, VA 20175
703-777-8123 • www.palre.com

- Sales & leasing
- Investor, landlord & tenant representation

Pangle & Associates

109 South King Street, Leesburg, VA 20175
703-930-4872 • www.pangleandassociates.com

- Sales & leasing
- Investor, landlord & tenant representation

Tetra Partners

11450 Baron Cameron Boulevard, Reston, VA 20190
703-796-1800 • www.tetrapartners.com

- Sales & leasing
- Investor, landlord & tenant representation

Uniwest Group

8191 Strawberry Lane, Falls Church, VA 22042
703-442-4500 • www.uniwestgroup.com

- Sales & leasing
- Investor, landlord & tenant representation

Vaaler Real Estate

209 Church Street SE, Leesburg VA 20175
703-771-1162 • www.vaaler.us

- Sales & leasing
- Investor, landlord & tenant representation
- Property management

Verity Commercial, LLC

11490 Commerce Park Drive, #500, Reston, VA 20170
703-435-4007 • www.veritycommercial.com

- Sales & leasing
- Investor, landlord & tenant representation
- Property management

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Commercial Lenders

Access National Bank

300 Fort Evans Road NE, Suite 103 Leesburg VA 20175
703.871.2100 • www.accessnationalbank.com

Ted Lauer, Senior Vice President & SBA Department Manager
703.871.2104 • tlauer@accessnationalbank.com

Thomas Ciolkosz, Vice President & Business Relationship Manager
703.871.1045 • tcioolkosz@accessnationalbank.com

Bank of America

505 E. Market Street, Leesburg VA 20176
703-771-3850

554 Fort Evans Road NE, Leesburg VA 20176
• www.bankofamerica.com 703.737.7795 •

Jeff Austinson, Branch Manager – Market Street
703.771.3850 • jeffery.austinson@bankofamerica.com

Spencer Orme, Branch Manager – Fort Evans Road
703.737.7795 • spencer.orme@bankofamerica.com

BB&T Bank

101 Catoctin Circle SE, Leesburg VA 20175
703.771.7204 • www.bbandt.com

Channing Jones, Vice President & Small Business Advisor
703.771.7717 • channing.jones@bbandt.com

Faye McKimmey, Branch Manager
703.771.7717 • faye.mckimmey@bbandt.com

Cardinal Bank

20 Catoctin Circle SE, Leesburg VA 20175
703.771.3353 • www.cardinalbank.com

Dianne Capilongo, Vice President & Leesburg Office Manager
703.771.3353 • dianne.capilongo@cardinalbank.com

Eileen Kennedy, Senior Vice President, Commercial Lender
571.328.0230 • eileen.kennedy@cardinalbank.com

Capital One Bank

401 East Market Street, Leesburg VA 20176
703.669.3070 • www.capitalone.com

607 Potomac Station Drive NE, Leesburg VA 20176
703.669.2203 • www.capitalone.com

Scott Loftis, Commercial Lender
571.419.4578 • scott.loftis@capitalone.com

Citibank

540 E Market Street Leesburg VA 20176
703.779.7056 • www.citicbank.com

Patti Von Bokern, Branch Manager
703.779.7056 • patti.vonbokern@citi.com

First Citizens Bank

40 Catoctin Circle NE, Leesburg VA 20176
703.669.9884 • www.firstcitizens.com

Michael Harrison, Senior Vice President, Manager of Business Banking
703.669.9896 • Michael.harrison@firstcitizens.com

Kevin Brown, Vice President, Commercial Banker
703.669.9893 • Kevin.brown@firstcitizens.com

John Marshall Bank

842 South King Street, Leesburg VA 20175
703.779.4811 • www.johnmarshallbank.com

Paul Bice, Market Regional President
703.779.4811 • pbice@johnmarshallbank.com

Jim Bowman, Senior Vice President
703.779.4811 • jb Bowman@johnmarshallbank.com

Tony Twininger, Vice President
703.779.4811 • Twininger@johnmarshallbank.com

M&T Bank

526 E Market Street, Leesburg VA 20176
703.777.7080 • www.mtb.com

Luke Coates, Branch Manager
703.777.7080 • wcoates@mtb.com

Middleburg Bank

106 Catoctin Circle SE, Leesburg VA 20175
703.777.6327 • www.middleburgbank.com

538 Fort Evans Road NE, Leesburg VA 20176
703.777.6327 • www.middleburgbank.com

Kitty Kearns, Chief Credit Officer
703.777.6327 • kkearns@middleburgbank.com

Jim Maki, Vice President, Senior Vice-President, Commercial Relationship Manager
703.443.1318 • jmaki@middleburgbank.com

Cheryl Cook, Assistant Vice-President, Small Business Administration Analyst
703.737.3460 • ccook@middleburgbank.com

PNC Bank

606 South King Street, Leesburg VA 20175
703.779.8554 • www.pnc.com

William McGowan, Branch Manager
703.779.8554 • william.mcgowan@pnc.com

Sandy Spring Bank

1 Catoctin Circle NE, Leesburg VA 20176
703.629.4076 • www.sandyspringbank.com

Mark Kennedy, Commercial Relationship Manager
703.319.9000 ext 4143 • markkennedy@sandyspringbank.com

SONABank

1 East Market Street, Leesburg VA 20176
703.777.2424 • www.sonabank.com

Erik A. Seppala, AVP/Commercial Lender
703.777.2424 • eseppala@sonabank.com

Jossie Arroyo, Regional Manager Banking Officer, Assistant Vice President
703.893.7400 • jarroyo@sonabank.com

Summit Community Bank

204 Catoctin Circle SE, Leesburg VA 20175
703.777.6556 • www.mysummit.com

Debbi Alexander, AVP Branch Manager
703.777.6556 • dalexander@summitfgi.com

SunTrust Bank

1007 Edwards Ferry Road NE, Leesburg VA 20176
703.737.0649 • www.suntrust.com

Rupinder Tiwana, Vice President & Branch Manager
703.737.0649 • rupinder.tiwana@suntrust.com

TD Bank

552 East Market Street, Leesburg VA 20176
703.443.1085 • www.tdbank.com

Mari Seliciano, Assistant Store Manager
703.443.1085 • joann.livecchia@td.com

United Bank

531 East Market Street, Leesburg VA 201765
703.779.3531 • www.bankatunited.com

Sean Biehl, Branch Manager
703.779.3531 • sean.biehl@bankwithunited.com

Wells Fargo

30 Catoctin Circle SE, Leesburg VA 20175
703.777.5353 • www.wellsfargo.com

701 East Market Street, Leesburg VA 20176
703.771.1992 • www.wellsfargo.com

1616 Village Market Boulevard SE, Leesburg VA 20175
703.777.4630 • www.wellsfargo.com

Chamicka Pollock, Vice President/District Manager
703.777.5353 • chamicka.pollock@wellsfargo.com

Office Market

July 2014

Office Properties by Class	# of Buildings	Square Footage
• Class A	16	551,338
• Class B	57	881,640
• Class C/Mixed Use	174	687,094
• Flex	9	288,551
Total	250	2,408,673
Office Properties by Location		
• Historic Downtown (Mixed Use)	198	875,000
• Inside Bypass	36	654,000
• Outside Bypass, East	17	578,000
• Airport	4	302,000
Vacancy Rates		
• Class A		22.3%
• Class B		15.4 %
• Class C/Mixed Use		2.5%
• Flex		17.2%
Available Lease Spaces	# of Spaces*	Total Square Feet
• Class A	47	168,979
• Class B	84	94,201
• Class C/Mixed Use	11	21,076
• Flex	12	60,350
*some spaces can be divided		
Lease Space Size Ranges	Smallest	Largest
• Class A	904	25,500
• Class B	81	22,000
• Class C/Mixed Use	740	2,900
• Flex	2,000	18,614
Lease Rate Ranges*	Low	High
• Class A (full service)	\$23.00	\$30.00
• Class B (full service)	\$9.50	\$28.00
• Class C (triple net)	\$8.00	\$20.00
• Flex (triple net)	\$10.00	\$12.00

*Direct Rent

Sources: CoStar; Loudoun County Land Management Information System

Information does not include office spaces offered in shared or "Executive Suite" arrangements.

Town of Leesburg Dashboard

Economic Development Department
Quarterly Update

November, 2014



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Internet Activity

Town of Leesburg Economic Development Page(s)		
	Hits 2014 1 st Qtr	Hits 2014 2 nd Qtr
Economic Development Homepage-	1,696	1,621
HUBZone Page	451	254
New & Opening	1,133	1,111

Leesburg Economic Development Facebook Page		Town of Leesburg Linkedin Page	
Reach: 1,699	Friends: 151	Followers: 430	New Followers: 57
Likes: 754	New Likes: 60	Page Views: 23	

Business Development Pipeline

	Since 1/1/13
Business Attraction Efforts	134
Qualified Prospects	78
Current Prospects	38
Wins- New Businesses	185
Jobs Created by Wins	18
Lost Prospects	65
Ribbon Cuttings	

Source: Town of Leesburg- Economic Development

New Business (BPOL) Licenses Issued

September 2014	18	March 2014	22
August 2014	34	February 2014	29
July 2014	27	January 2014	33
June 2014	15	December 2013	15
May 2014	35	November 2013	28
April 2014	22	October 2013	21

HUBZone Activity

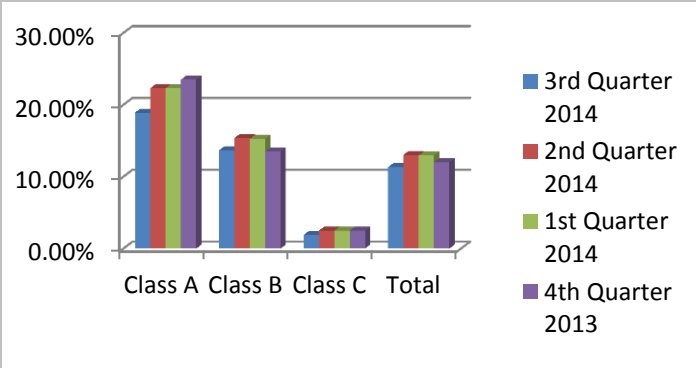
	Since 1/1/13	Since 1/1/14		Since 1/1/13	Since 1/1/14
Total Leesburg HUBZone Companies (Certified and those seeking certification)	43	10	New Companies Landed-	33	10
Prospects-	52	27	New Jobs Created-	162	47
Companies with HUBZone Certification-	18	11	Leesburg HUBZone Linkedin Page- Members	84	66

Source: Town of Leesburg- Economic Development

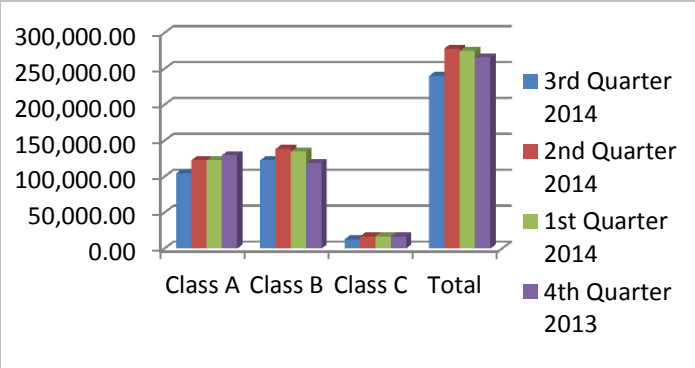
Office Market

Source: Town of Leesburg- Economic Development

Vacancy Rates



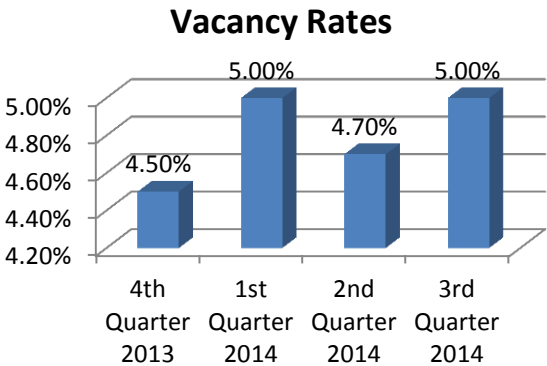
Vacant Square Footage



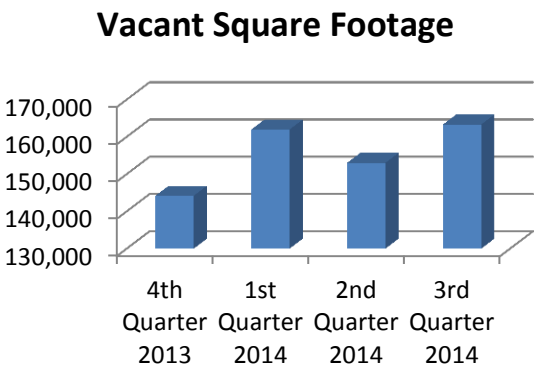
	Class A	Class B	Class C	Total		Class A	Class B	Class C	Total
3 rd Qtr 2014	18.9%	13.7%	1.9%	11.33%	3 rd Qtr 2014	104,392	122,832	12,957	240,181
2 nd Qtr 2014	22.3%	15.4%	2.5%	13.03%	2 nd Qtr 2014	122,751	138,637	16,957	278,345
1 st Qtr 2014	22.3%	15.3%	2.5%	12.97%	1 st Qtr 2014	122,751	135,190	16,957	274,898
4 th Qtr 2013	23.5%	13.5%	2.5%	12.0%	4 th Qtr 2013	129,751	119,185	16,957	265,893
					Total Square Feet-	551,388	881,640	687,094	2,136,822

Retail Market

Source: Town of Leesburg- Economic Development



3rd Quarter 2014	5.0%
2nd Quarter 2014	4.7%
1st Quarter 2014	5.0%
4th Quarter 2013	4.5%

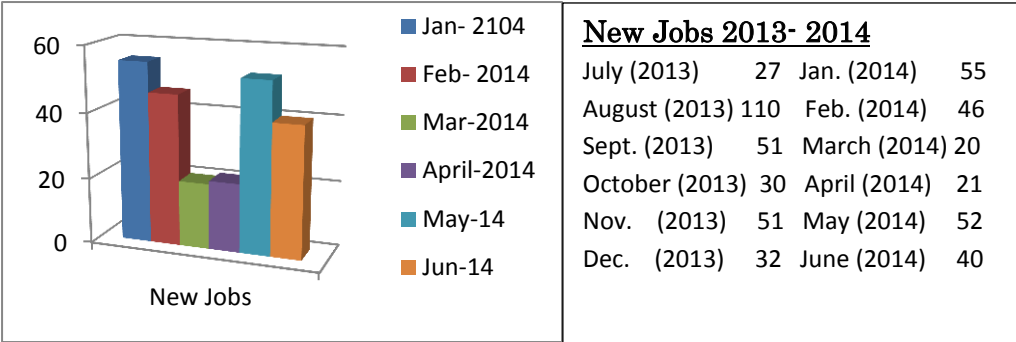


3 rd Quarter 2014	163,311
2 nd Quarter 2014	153,016
1 st Quarter 2014	161,955
4 th Quarter 2013	144,955

Residential Real Estate Trends

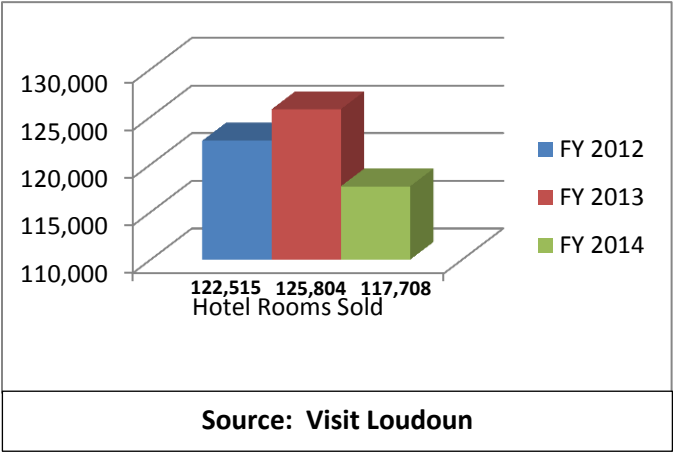
Months of Supply- October 2014- 5.78 months Days on Market- October 2014- 18 days Median Sale Price- October 2014- \$370,000
October 2013- 3.4 months October 2013- 33 days October 2013- \$345,000

Town wide Jobs



Source: Town of Leesburg- Economic Development Department

Hotel Room Demand

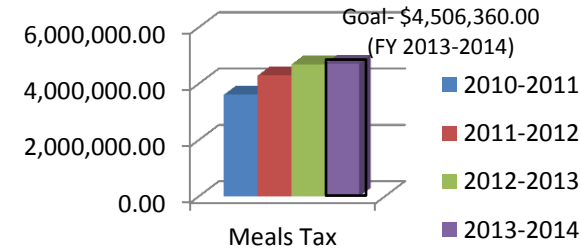


Coming Soon

- Bello Pranzo
- Bon Chon Chicken
- C2 Operations, LLC
- Chipotle, Battlefield Shopping Center
- Digital Fortress One
- Flowthrough Plumbing Company
- Leesburg Diner
- Level One
- Lowes
- MLP Technologies
- N Touch Wireless
- Riverpointe Realty
- Smart Driving Academy
- Unmanned Aerial Systems Today

Meals Tax

Source: Town of Leesburg



Fiscal Year 2010-2011	\$3,613,963.56
Fiscal Year 2011-2012	\$4,294,743.89
Fiscal Year 2012-2013	\$4,695,048.00
Fiscal Year 2013-2014 (year to date)	\$4,715,406.00

Definitions

- Qualified Prospects-** All prospects with a serious interest in locating to Leesburg since 1-1-2013.
- Current Prospects-** Prospects actively looking for space during the time of this report.
- Wins-** Business prospects that the TOL-ED has worked with that have opened a location in Town.
- Ribbon Cuttings-** Grand openings for new businesses arranged and executed by the Town.